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1912  
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**THE  
TREE MAN'S  
STORY  
COME TRUE**



HOW IT CAME TRUE. A HOME ON THE PRAIRIE

**SHERMAN NURSERY CO.,**  
**Charles City, Iowa**

**Story No. 1****Where Other Trees Do Well Sherman Trees Do Better**

Hastings, Neb.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: One year ago in May, I purchased of your company through your agent, quite a bill of ornamental trees and shrubs, etc. All of this stock was splendidly rooted and in spite of the fact that the year was a very hard one on shrubs and trees of all kinds, they have done exceedingly well. In fact everybody remarks on their beauty and the rapid growth they have made. I take pleasure in recommending your company to anybody in need of anything in your line. Very truly yours,

F. C. BABCOCK, Vice Pres. First National Bank.

Aberdeen, S. D.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: This is to certify that I have grown on my farm three dozen apple trees purchased from you. All the trees are growing and quite a few have apples on. The trees have been planted three years and I can say that of all the trees in my orchard, the Sherman trees have grown better and are doing better than the trees purchased from any other company. I also wish to say that my Russian olive planted eight years ago and also those planted since are all growing and making a fine stock fence and windbreak. My Russian olive planted four years ago are now from eight to ten feet high.

J. L. FRITZ.

Norway Lake, Minn.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: In the Spring of 1901 I purchased from you 150 apple trees including Wealthy, Duchess, Patten Greening, Hybernal, Malinda and Okabena together with a number of varieties of crabs hardy in the Northwest. In the Spring of 1904 I purchased 100 Wealthy more. In 1905 or the following Spring I purchased 125 Wealthy more. In the Spring of 1906 I set out 700 Patten Greening, 200 Northwestern Greening and 100 Golden Ruby, all of which were of your trees. These trees are set so as to cover 15 acres, which is divided into three orchards all of which is fenced, rabbit proof. I find the Patten Greening, Wealthy and Golden Ruby to be especially strong growing trees. The Patten Greening with me is hardier than the Northwestern Greening.

My experience in the orchard project so far has been very satisfactory both as to the quality of the trees received and the growth they have been making since set. I am very well satisfied with all of my dealings with the company. Yours truly,

GUNDER SWENSON.

**Story No. 1 (Continued)****Where Other Trees Do Well Sherman Trees Do Better**

Interior, S. D.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I got some apple trees of you two years ago and this makes three summers that they have been out. The one pear tree and all the apples are as fine, I think, as anyone ever saw. They are now six feet across the top and the pear tree is nearly eight feet high. I got a hundred trees of another nursery last year and not one lived. I also got some of you and they are looking fine. I also got 66 of a Minnesota nursery for delivering stock for them. Some of these never leaved out, others are green, but make no growth and a few have grown six inches and then the leaves look as if struck by rust and then the tree soon dies. I will put in a leaf so that you may tell me what is the cause.

To make a long story short, I don't want anyone to come to my place to sell nursery stock unless they come from SHERMAN. Your trees are all healthy. Not anyone in these parts have any trees like mine.

Yours truly,

J. C. SAUNDERS.

**The Hydrangea Story**

The Hydrangea Paniculata Grandiflora is one of the hardiest and showiest of all flowering shrubs. It grows from six to ten feet high. During the months of August and September it bears a profusion of pure white blossoms arranged in panicles or clusters from six to twelve inches across. These clusters remain perfect for several weeks.

The Hydrangea is one of the easiest of all to grow. For best results it should be planted where it will have plenty of sunshine. Give it plenty of rich soil and if possible plant it where it will be protected from the wind on account of its heavy blossoms, which frequently bend the bush to the ground. It can be planted anywhere, it never disappoints. It delivers the goods.



The Hydrangea Story Come True

**Story No. 2****Sherman Trees Grow and Bear Fruit in the "Dry Belt" in Dry Years**

Stamford, S. D.

To Whom It May Concern: I have been dealing with the Sherman Nursery Co. of Charles City, Iowa, for four years and can highly recommend the company to anyone who wants to buy trees. Their stock is hardy, all grown in the North and will stand the test of the Dakota climate.

I have the finest orchard west of the Missouri River and so acknowledged by everyone who has seen it.

L. M. STRAIN.

## Story No. 2 (Continued)

**Sherman Trees Grow and Bear Fruit in the "Dry Belt" in Dry Years**

Sherman Nursery Co., Charles City, Iowa.

Morril, Nebr.

Gentlemen: I bought trees of your agent in the Spring of 1908 and they came to me in as fine a condition as I believe is possible. With the exception of one or two trees they are all alive and I am well pleased with them.

E. E. GLUCK

Kadoka, S. D.

This is to certify that a year ago, I bought of the Sherman Nursery Co. of Charles City, Iowa, 27 fruit trees, six grape vines, 12 raspberry and two roses, and they all grew in spite of the drought, with the exception of the two roses. I am well pleased with the firm's dealings with me.

JOSEPH ROOKS.

Atkinson, Nebr., Feb. 8, 1907.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: On the order I received from you in the Spring of 1906, I would say that I ordered 190 apple trees 4-6 feet and received 194 and this number I set out and of this number 192 were in fine condition at the beginning of Winter—just two in the bunch that I couldn't get to grow. You will perhaps remember that the beginning of the season of 1906 was with us, very dry, the drought lasting something like six weeks, beginning immediately after the trees were set out, nevertheless your stock made a fine growth and I consider it an excellent proof of the hardiness of the stock you send out. In addition to the above I have fifty bearing trees. They are very thrifty and I get fine fruit, although when I first came here people said it was no use planting an orchard as it "wasn't a fruit country."

Yours truly,

DONALD McLACHLAN.

**The Same Story Five Years Later**

Atkinson, Nebr., Jan. 29, 1912.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: About my young orchard will say that it is doing well, the trees are all thriving and alive with the exception of about twelve that I lost, being gnawed by meadow mice in the Fall of 1909.

Quite a number of them were in bloom in the Spring of 1910, but the late frost that Spring destroyed all fruit in the locality. There were still more in bloom last Spring but again heavy frosts and a blizzard on May 1st destroyed all fruit prospects. The trees are very vigorous and large, although they have not had the care I would like to give them.

I think your trees are the best I have ever gotten and I think we shall get some fruit this year unless another late frost comes.

DONALD McLACHLAN.

Morril, Nebr.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: A year ago, I bought \$75.00 worth of stock through your agent and all the stock is growing fine with the exception of two trees. They were delivered in fine shape and fully up to representation. Notwithstanding the very unfavorable season, we have had the trees come through in splendid condition. I can recommend your nursery to anyone who wants trees.

J. W. PLUMMER.

Seim, S. D.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: A year ago I purchased 1,000 trees from your nursery and I wish to say that they are all living and growing splendidly. I can heartily recommend your trees to anyone interested as they certainly are the hardiest and thriftiest growers and stand the hard winds and drought far better than trees obtained from other nurseries.

A. H. HANSON.

### **The Story of the Brilliant Apple**

The Apple is the KING OF FRUITS. And beyond question the BRILLIANT is the KING OF APPLES.

Everyone is familiar with the Wealthy, with its splendid color, its delightful flavor, its large size, its wonderful bearing qualities and hardiness. The Brilliant has all these and more.

It is equal to the Wealthy in size and bearing qualities. It is harder in growth, more splendid in color, more delightful in flavor, the fruit hangs on the trees till picked and BEST OF ALL, THE BRILLIANT APPLE WILL KEEP OVER WINTER.

With ordinary care and under ordinary conditions the BRILLIANT Apple has been kept not only through the winter, but until the middle of June with its splendid color and flavor unimpaired.

Don't buy your apples at the store. The red, juicy kind will grow in your own back yard.



The Story of the Brilliant Apple Come True. Four Years from Setting

**Story No. 3****Sherman Trees are Hardy in the North—North Means Canada, Too**

Moose Jaw, Sask.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Regarding the trees I got of you a year ago, I want to say that I think they have done remarkably well, considering the very unfavorable season for trees, with two bad frosts in May and such a dry year. Everything is alive and doing well even the Ornamental Mountain Ash planted in sod is O. K.

OTTO SWENSON.

Napinka, Man.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Your agent who took my order last year was here today and I want to tell you that everyone of my 200 trees are alive and O. K. I shall be glad to recommend your firm to anyone needing trees.

GEO. MOTZ, Jr.

Binford, N. D.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I have now been planting out some of your trees every year for the last five years and I take pleasure in recommending your trees for this country. My experience with trees convinces me that there is no faster growing tree for this section than the Norway Poplar. The Green Ash, Boxelder and Crab Apples are also sure growers. The Duchess Apple has grown fine with me. Thanking you for your square dealing, I am,

O. S. GUNDERSON.

Caron, Sask.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I want to tell you that every one of the 500 Norway Poplar I got of you are growing and doing fine and I only lost three out of the 100 White Spruce Evergreens. The stock certainly was splendid and I shall recommend everyone to plant your trees

F. E. WILSON.

Hysham, Mont.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Every one of the 45 fruit trees I bought of you are doing fine, some of them made a growth of 14 inches the first season, which certainly gives good proof of the hardiness and thrift of your trees. Of course I have given them good care. I believe I could sell some of your stock around here and should be glad to get your agency terms.

N. B. FLATT.



### The Snowball Story

The Snow Ball is so called from the dense, snow-white clusters of blossoms borne in profusion during the months of May and June each year. As a bush it grows to a height of about eight feet. It is hardy without protection in winter except in far north. Of the many varieties, the Japanese Snow Ball, as illustrated, is the handsomest. Its foliage is free from insects. The clusters of its blossoms are about the size of oranges and are much in demand for Decoration day.



The Snowball Story Come True

### Story No. 4

#### Sherman Trees Bear Early—Many Times the Next Year

Boise, Idaho.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Your representative called on me several days ago to learn what success I had with your stock and I feel that the remarkable showing that the stock made under such adverse circumstances is worth recounting. My order consisted of 714 fruit trees, 660 grape vines, 362 small fruit and an assortment of some 300 ornamental shrubs.

When I received the stock I heeled it in for several days and planted it out about the middle of April. As I had trouble about getting my ditch rights, I was unable to irrigate the stock until the 10th of June so the stock stood practically two months after setting out, without a drop of water and early watering in this semi-arid country is very essential to success with trees. I did not expect to see one-fourth of the stock grow. In spite of this, all I lost was four Cherry trees and a few berry bushes. I had 660 Grape vines and they all grew fine and some of them made a growth of six and seven feet the first season. I allowed a dozen to bear fruit and they matured large clusters of grapes. The small fruit bore also and my wife and I had fresh berries until frost came. I think the Cardinal Raspberry is fine, bearing as it did until the first of November.

One thing I must compliment you on is the splendid root system on all your stock. I never saw any finer anywhere. Your method of packing is A No. 1 as my stand of growing stuff will testify. One of my neighbors remarked that trees and shrubs that would grow under the conditions mine were subjected to, would grow if stuck in a hole on top of a mountain.

Wishing you continued success in this section, I am,

HARRY FULZ.

**Story No. 4 (Continued)****Sherman Trees Bear Early—Many Times the Next Year**

Laurens, Iowa.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Four years ago, I bought of you 63 fruit trees, 12 grape vines and a half dozen currant and I have not lost a single tree or plant. The apple trees bore last year and I have had two crops already from the plum trees and small fruit. I want to put out some more grape vines and I wish you would select four each of three of the best varieties and if you have no regular shipment to Laurens, ship them to me by express.

Yours truly,

MARTIN E. WALLIN.

Glendive, Mont.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I must say that the trees and shrubs bought of you three years ago are fine. The Compass Cherry bore the very first year and our other Cherry and Plum trees, Gooseberries and Currants are loaded this year. I can recommend your stock, as it is fully up to the representations of your agent.

ANTON J. KIRSCH.

Arlington, Minn.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: The time for planting is again at hand. The stock I got from you last year did fine. The hedge grew from 14 to 16 inches and the fruit trees did even better, growing all of 16 inches. The Spirea Van Houttei and the Hydrangea bloomed nicely the first season.

REV. M. F. ABRAHAM.

Tripp, S. D., 1906.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I bought a bill of trees from your firm three years ago consisting of Wealthy, Duchess and Whitney No. 20, and I believe you will be glad to learn that the following season they had quite a number of apples on and last year they bore well. The trees are all growing nicely.

JOHN SIPES.

**The Same Story Five Years Later**

Tripp, S. D., 1912.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: The results from the above planting has been somewhat unsatisfactory the past two years on account of late freezing. Ice freezing on the trees while in bloom to such an extent that many of the limbs were broken. Notwithstanding all this, we had five barrels of Whitney No. 20 this year. I also have two Ben Davis trees bought of you later that have several bushels on.

JOHN SIPES.

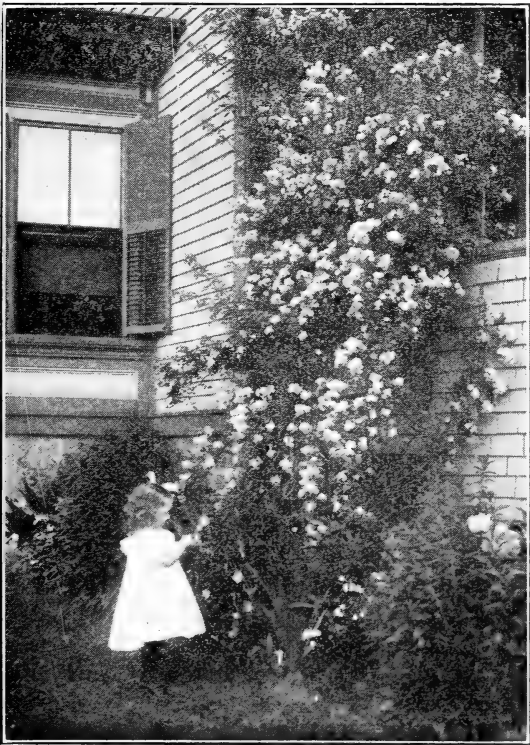
### An Evergreen Story That Didn't Come True

Last Spring we sold a man a lot of SHERMAN Evergreens—a splendid lot, bushy, well rooted, well packed. They arrived in first class shape. A few months afterward the man wrote us. The Summer had been very dry. His letter said:

Gentlemen: All my evergreens died. I took the very best care of them. I watered them every day, but they did not seem to do well, and finally all died.

This man "meant well." He did what he honestly believed was the best thing to do. BUT HE DROWNED THE EVERGREENS. "Killed them with kindness."

A good watering not oftener than ONCE A WEEK is a great plenty. Sometimes less water and more cultivation is advisable. Too much water makes the ground sour. Evergreens should be shaded as much as possible for the first few weeks and protected from the wind which is likely to loosen the tree in the ground.



### The Crimson Rambler Story

There is no rose so surprisingly lavish in its display of blossoms as the Crimson Rambler. No climbing rose is more vigorous in growth nor more gorgeous in appearance than the Crimson Rambler with its profusion of crimson roses borne against the background of dark green, glossy foliage. The roses, averaging in size about that of a half dollar, are borne in clusters at times containing twenty or thirty blossoms. The blossoms are borne about the middle of June and remain perfect for many weeks.

The Crimson Rambler for best results should be planted where it will get plenty sunshine. When planting bear in mind that the Crimson Rambler frequently makes shoots of from eight to ten feet in a single Summer. To see a Crimson Rambler in bloom is to resolve to have one like it.

The Crimson Rambler Story Comes True

### The Temperature Story

**Why the Sherman Trees Can Stand the Cold Weather, They are Raised Where They Have to Stand It**

Notice the table below and you will see that although Charles City is "way down south" as some of our competitors say, the weather conditions at Charles City are not different from those of St. Paul, Minn.

PLACE	Years of Record	Average temperature Dec. Jan and Feb.	Average Annual Temperature	Altitudes
CHARLES CITY, IOWA.....	25	20 degrees	45 degrees	1075 feet
Huron, S. D.....	23	17.5 degrees	44 degrees	1287 feet
Helena, Mont.....	24	24.4 degrees	43 degrees	4109 feet
Havre, Mont.....	23	16 degrees	41 degrees	2183 feet
Kansas City, Mo.....	15	33.4 degrees	54 degrees	909 feet
La Crosse, Wis.....	31	22¼ degrees	46 degrees	673 feet
Omaha, Neb.....	33	27¼ degrees	50 degrees	1165 feet
Pierre, S. D.....	16	20 degrees	47 degrees	1455 feet
St. Paul, Minn.....	31	19¼ degrees	45 degrees	758 feet

Please note that the above is no comparison of "freak years." It covers the weather conditions for a generation. In fact ever since the record has been kept. Latitude taken into consideration, Charles City has the reputation in the weather bureau as being the "COLDEST SPOT ON THE MAP."

### Story No. 5

#### Sherman Trees are a Better Kind—Few Die if Given Proper Care

Blue River, Wis.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Your agent was here today and in talking with him, I am reminded that it is now 20 years ago when I bought my orchard of you. They are all alive and in fine condition. They have borne fruit continuously since of bearing age. I certainly can recommend your trees to anyone wishing first class stock. Your trees seem to be a Better Kind.

C. H. BURRIS.

West Point, Nebr.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I must say that the several hundred trees, plants and shrubs I got of you and planted out last Spring are doing fine considering the dry and unfavorable weather we have had this year. Nearly all the flowering shrubs have bloomed the first season and some of them are still blooming. Your trees are the best and healthiest I have ever bought. Anyone buying trees of you will not be disappointed. They are just what they are represented to be—A Better Kind. Yours very truly,

WM. GENTRUP.

West Point, Nebr.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I know that you will be pleased to learn that the nursery stock I got of you last Spring is doing fine. My roses and shrubbery—nearly two hundred in all—nearly all bloomed this, the first season, and some are still in bloom. I must say that your manner of packing is the best I have ever seen. My stock was in fine shape and was certainly the finest I have ever seen. They are in every way equal to the "quality" talk made by your agent. I cheerfully recommend your methods and stock to anyone wanting Nursery Stock. Yours with pleasure

CHRIS SHINSTOCK.

East Dubuque, Ill.

This is to certify that I have on my place 100 fruit trees of Apple, Pear and Cherry, purchased of the Sherman Nursery Co. They are all doing well. I cheerfully recommend the Sherman Nursery Co. to anyone wishing the Better Kind of trees.

NICK GEHL.

## Story No. 5 (Continued)

**Sherman Trees are a Better Kind—Few Die if Given Proper Care**

Sherman Nursery Co., Charles City, Iowa.

Fairburn, S. D.

Gentlemen: The dozen Cherry trees and four apple trees I bought of you have come through the driest Summer in the history of the Hills. I have lived here for 35 years. The trees are doing fine. I live four miles south of town on the dry prairie. If there is anything that I can do to help your agent when he comes around again, I shall be glad to do it.

C. H. MCKEEVEN.

Sherman Nursery Co., Charles City, Iowa.

Acme, S. D.

Gentlemen: You will no doubt be glad to learn that my orchard of Apple, Plum and Cherry planted last Spring with stock from your Nursery survived the drought without the loss of a tree. Twice during the Summer I gave each tree a pail of water. My grapes, Gooseberries and Currants also did very well. In this homesteading country many people had to haul water for domestic use from five to ten miles.

WM. B. FASSBINDER.

Sherman Nursery Co., Charles City, Iowa.

Platte, S. D.

Gentlemen: I have a plat of ground that I have set aside for the raising of fruit. From time to time I have purchased trees from different nurseries and placed them thereon. I must say that there is a marked difference in favor of your trees as to thriftiness and early bearing qualities. Quite a large number of your trees bore fruit the year after they were set out. I would not hesitate to recommend your trees to anyone as I believe there are no better.

M. E. WALLACE.



A Twig of Cardinal

**The Cardinal Raspberry Story**

For years, small fruit growers have been looking for a red Raspberry that would not sucker and spread and that would bear like the black varieties. For years, everyone has been looking for a red Raspberry of any kind that would stand the winters without protection.

All these qualities and many more are combined in the CARDINAL. The Cardinal as its name implies, is a red berry. It is propagated only by tips, hence does not sucker. It needs no winter protection even in North Dakota. It bears splendid large berries in enormous quantities. One prominent small fruit grower making the statement that the Cardinal Raspberry bears five times as much as any black cap he has ever seen or tried. The Cardinal is a strong grower and resists drought better than any raspberry known. Summing up in a single sentence: The Cardinal is the one BEST RASPBERRY.

Don't buy dried or canned raspberries at the store. A dozen Cardinal plants well cared for and you will have berries of your own to sell. Ten to fifteen boxes of berries have frequently been picked from a single Cardinal bush in a single season.

## Story No. 5 (Continued)

## Sherman Trees are a Better Kind—Few Die if Given Proper Care

Rolla, N. D.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Your goods arrived here one week ago today and the least bit as well as the greater are all planted. I never saw such a lot of healthy plants before. They could not have been better had they been just taken from the ground. I received a small order from another nursery company and I have offered to make a vow that they cannot be made to grow. I shall give them the same care that your trees will get, but I have no faith in them. I expect every plant I received from you to grow. Thank you very much for the most beautiful Tea's Weeping Mulberry. It was a surprise to me to see its beauty and to see that it was not harmed. Yours truly,

JOHN SEGERBORG.

Kadoka, S. D.

This is to certify that I have been dealing with the Sherman Nursery Co. for several years. In spite of the unfavorable weather, my trees and shrubs are doing fine. I am well pleased with the stock and with my dealings with the firm.

D. W. BENNETT.

Everly, Iowa.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: I feel it my duty to express to you my appreciation of the nursery stock which I purchased of you over eight years ago.

I am very much pleased with the success I have had with my little orchard. It has stood the winters well, also the drought and extremely hot summers. It is free from sun blight and in splendid bearing condition. The Wealthys, Duchess and Greening trees have been overloaded with fruit. I can say to others thinking of planting stock, that it pays to plant good stock such as you put out. With good care and good stock you are sure to get satisfactory results and an abundance of fruit.

W. H. BAUMEISTER.

Geddes, S. D.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: The one hundred trees I purchased of you four years ago are doing fine. All are living but three. I have had but little experience in taking care of trees and I know that if your trees had not been O. K. more of them would have died.

JAY L. WOODS.

Hammond, Minn.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: For many years past, I have bought apple trees of your agent and I have found them to be the best and hardiest of trees. Last Fall I harvested over 4,000 bushels of apples from my orchard. I certainly can recommend your trees to anyone intending to plant an orchard.

J. A. HOWARD.

Zumbro Falls, Minn.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: For the past six years I have been buying trees through your agent and have in that time bought over eight hundred Apple trees. Nearly every one is living and bearing fruit. I believe they are a better class of trees than any I have ever seen before. I should be pleased to have any one interested in orcharding visit me. I will give them all the apples they can eat.

GEO. DUNCAN.

**Story No. 6****Sherman Evergreens Stay Green**

Winthrop, Minn., Aug. 28, 1905.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: Two years ago, I bought of you a large number of evergreens known as Arbor Vitae. I have to report that they grow nicely and are doing exceedingly well. Out of several hundred purchased, I have lost but three or four and I don't consider that even this loss is any fault of your company in packing and shipping the trees nor the fault of the trees themselves. We are in an open prairie country and I believe that evergreens when carefully packed and shipped as mine were, can be successfully grown here for hedge rows, wind-break and ornamental purposes. I am well pleased with my dealings with you.

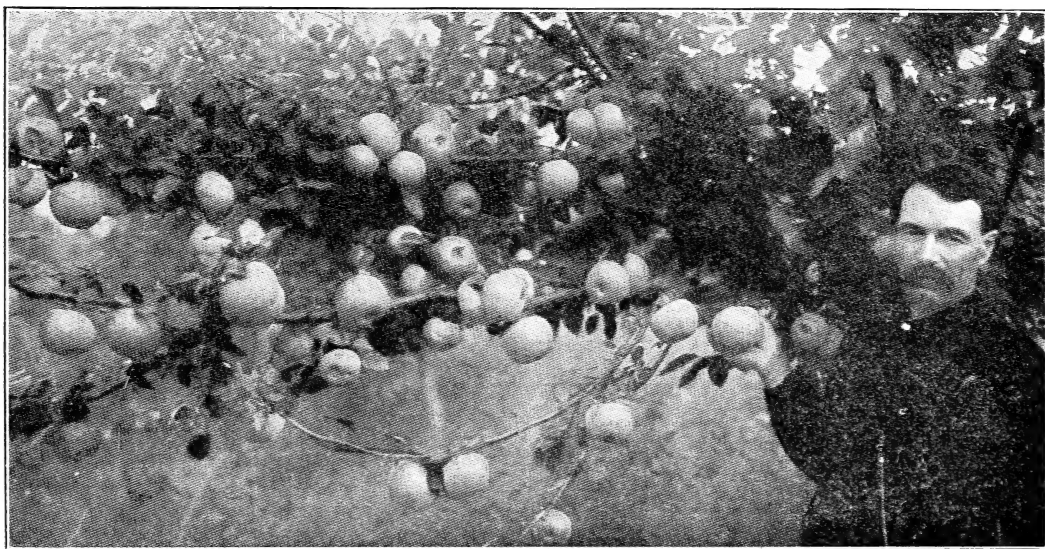
J. A. LARSON,  
Cashier State Bank of Winthrop.

**Five Years Later**

Winthrop, Minn., Sept. 19, 1911.

Gentlemen: Replying to your inquiry, will say that my Arbor Vitae hedge is all that I could possibly expect of it. Indeed they have surprised me the way they have withstood the extremely dry weather this past Summer. Many evergreen trees in my neighborhood died out even though they were better protected than mine. All that I lost out of the several hundred was three trees which I consider remarkable when you take into consideration the way they are exposed, being planted about three feet above the level of the street and only about two feet from the edge of the terrace without any protection whatever.

J. A. LARSON, Cashier.



The Patten Greening Story Come True

**The Patten Greening Story**

The Patten Greening will bear more apples in a given number of years than any other apple tree known.

A tree of Patten Greening five years old is known to have borne a crop of two barrels! A tree six years old has yielded ten bushels or practically five barrels! The tree is absolutely hardy. They raise apples from it in Manitoba. It is recommended for planting by all horticultural societies.

**The Story of the Winter Killed Trees****A Saskatchewan Planter Tells How Sherman Trees Killed to the Ground Every Winter for Three Years, and What He Did to Stop It**

Francis, Sask.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: The trees I bought of you in 1905, 1906 and 1907 are all doing well. Some of the Norway Poplar are now over twelve feet high.

Perhaps my experience will be of benefit to some others who are trying to raise trees in Canada. Briefly, it is as follows:

The first three years, the trees were well cultivated and no weeds were allowed to grow. In spite of this good care, however, the trees winter-killed every Winter for three years. Each Spring the trees started up from the roots and made a good growth, only to freeze back the following winter.

I then saw that some other method would have to be followed if I was ever to have a grove. During the Spring of 1908, the ground being free from weeds, I gave the trees NO CULTIVATION whatever but in July and August, I mulched the trees with well-rotted manure—not straw, to a depth of five or six inches.

THE NEXT WINTER, the trees did not winter-kill and have done well ever since and as stated above, some are over twelve feet high.

We have quite a variety of trees planted, Elm, Ash, Boxelder, Cottonwood, Russian Golden Willow and Norway Poplar. All have done well with me although the Ash and Elm are a little slow to get started. I like the Russian Golden Willow for wind-break and the Norway Poplar for shade trees and groves.

The secret of growing trees in Canada seems to be that too much cultivation without mulching is as bad or worse than no cultivation at all. Either way, spells ruin for the plantation.

You will find enclosed an order for trees to be shipped me next spring. Thanking you for your kind treatment in the past, I am

Yours truly,

A. R. THOMAS.



**The Story of Good Stock Well Taken Care Of**

The season of 1911 will long be remembered by the people of the Northwest for its heat and drought. No part of the Northwest, perhaps, suffered more from these conditions than Brown County, S. D. Crops were a failure, pastures dried up and established groves shed their leaves and died.

Claremont, S. D., Feb. 15, 1912.

Sherman Nursery Co., Charles City, Iowa.

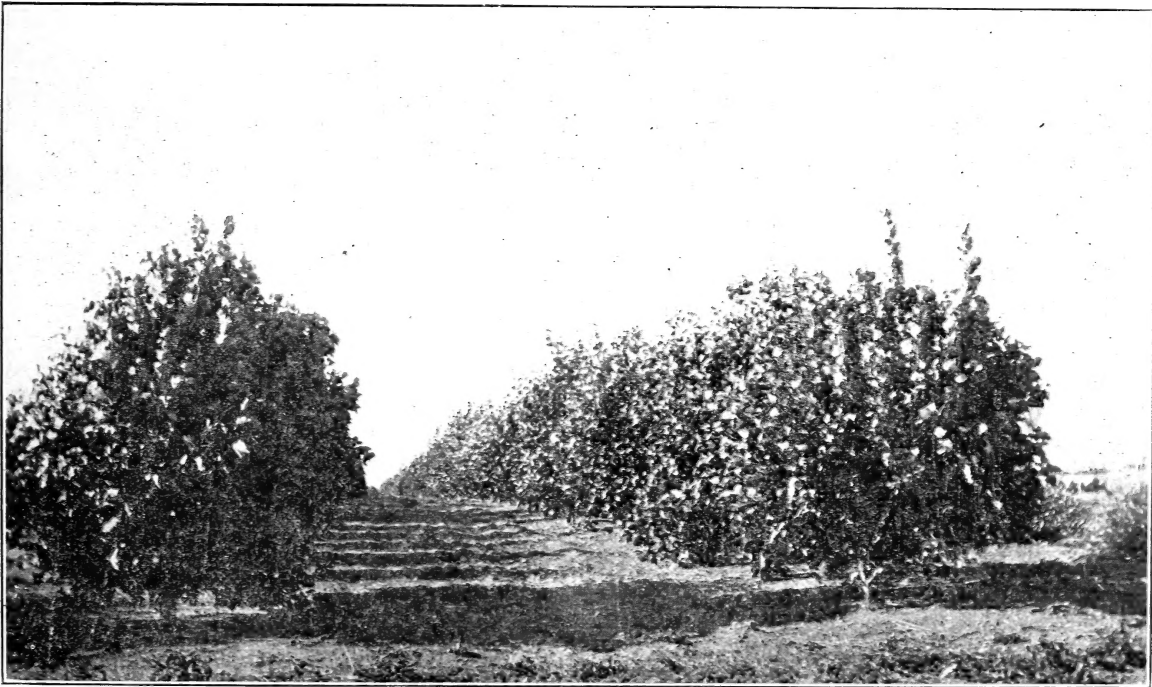
Gentlemen: Replying to your inquiry as to my way of planting trees which resulted in the success I reported to you, will say that I plowed very deep, then disked several times to pack the soil, then harrowed a couple times to level the ground. All this was done early in the Spring just after the frost was out of the ground. When the trees came, I opened the box and bundle as we needed them, puddled them in a tub of thin mud so that the roots of all the trees were all covered with mud. I then put them in the ground behind a spade and packed the ground well. Later I cultivated shallow every week until August when we had our first rains. After each cultivation, I went over each row with a hoe and made a fine dust mulch around each tree. I have never failed yet on trees, using the above method. Some of the Ash and Elms made a growth of three feet last season and the Poplar six to seven feet. I think I have as fine a grove started here as can be found anywhere. I am, Yours respectfully

HENRY SWANSON.

Mr. Swanson's order consisted of 2,000 Forest trees and 600 Russian Olive.

**The Norway Poplar Story**

The Norway Poplar is the fastest growing tree hardy in the Northwest. Four years often sees the Norway Poplar of fence-post size and in ten years it is ready for lumber.



Sherman's Poplar Growing in Wyoming 6000 Feet Above the Sea Level. Three Years from Planting Without a Drop of Rain or Irrigation for Two Years

**The Story of the One Man Who Succeeded Where All Others Failed**

Leola, McPherson County, S. D., Dec. 13, 1911.

Sherman Nursery Co., Charles City, Iowa.

Gentlemen: In answer to your letter asking me in regard to my way of planting the trees I got of you will say,

The ground on which I planted the Apple and Cherry trees was old ground, plowed the first week in April about twelve inches deep and harrowed after the plow and then harrowed once a week until May 1st and then it was a damp cloudy day, so I dug the holes, making them big enough around for the roots to have plenty of room and making them three or four inches deeper than the ground was plowed so I could fill in the bottom about three inches of fine manure and dirt.

After planting, I mulched with fine manure about two feet or so around each tree and about three inches thick.

The Evergreens, Poplars, Elm and Ash trees were planted in the same way only on prairie sod broken up in April and worked down smooth. All of the trees were cultivated until the last of July and the ground was harrowed after each cultivation, which is the main thing so as to keep the ground level and keep a dust mulch on top.

All the old settlers here laughed at me when I got my trees and said that it would be no use to plant them; that they had tried to raise trees here before and they would not grow. But this Fall they came around and said they could not see how those trees could live when all the other crops were burned up by the drought and hot winds.

Out of 704 trees, 24 berry bushes, 100 berry plants and 100 evergreens, I lost only four trees and 40 evergreens.

The main thing is to follow the instructions carefully and the more you cultivate and harrow the better or else plant far enough apart so as to pulverize and harrow.

I am well pleased with the Sherman Trees. They are larger than they were represented to be, well rooted and nicely packed.

Yours truly,

OSCAR PFANTZ.

If we had made this man a PRESENT of \$150.00 worth of trees and —He PLANTED THEM like his neighbors did, he would still have lost money. Give the trees a fair show. The results may surprise you.

**SHERMAN NURSERY CO.,**  
**Charles City, Iowa**